

Message Text

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47

ACTION EB-11

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SUBJECT: EXCON: VISIT OF POLISH ELECTRONICS OFFICIALS

EXCON FOR COMMERCE/BEWT - RAUER METER AND LOTARSKI

DEPARTMENT ALSO FOR EB/EWT (WRIGHT AND SCI (GRANGER)

1. ON JANUARY 25, TADEUSZ KAMINSKI, NEW MANAGING DIRECTOR OF UNITRA FOREIGN TRADE ENTERPRISE, AND ZDZISLAW PRZYCHODZIEN, ELECTRONICS ADVISOR TO THE MINISTER OF THE MACHINE INDUSTRY, CALLED ON THE AMBASSADOR TO OUTLINE THEIR INTEREST, WHILE IN THE US ON OTHER BUSINESS, TO MEET WITH RESPONSIBLE US GOVERNMENT OFFICIALS IN WASHINGTON IN MID-FEBRUARY IN ORDER TO OBTAIN, FIRST-HAND, INFORMATION ON CURRENT US EXPORT LICENSING POLICIES AND ON RELATED PROSPECTS FOR FUTURE COOPERATION AND TRADE WITH THE US ELECTRONICS INDUSTRY.

2. AS POLISH COMMERCIAL CONSUL IN CHICAGO FROM 1968 TO 1973, KAMINSKI DEVELOPED CONSIDERABLE REPUTATION HERE AND WITHIN US BUSINESS CIRCLES FOR HIS WORK IN BROADENING CONTACTS WITH US INDUSTRY AND IN LAUNCHING DISCUSSIONS WHICH LED TO LONG-TERM COOPERATIVE MANUFACTURING AGREEMENTS WITH INTERNATIONAL HARVESTER, CLARK EQUIPMENT, AND KOEHRING. APPARENTLY BECAUSE OF LIMITED OFFICIAL USE

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THIS EXPERIENCE, KAMINSKI WAS ADDED AS COMMERCIAL

ADVISOR TO THE DELEGATION OF POLISH COAL EXPERTS WHICH WILL VISIT THE US FROM JAN 27 TO ABOUT FEB 9 (WARSAW 0510 AND PREVIOUS). PRZYCHODZIEN ALSO RECENTLY RETURNED FROM LENGTH ASSIGNMENT IN THE US., WHERE HE SERVED AS COMMERCIAL ATTACHE AT POLISH COMMERCIAL COUNSELOR'S OFFICE IN NEW YORK. HE WILL BE VISITING THE US IN EARLY FEB AS PART OF A THREE-MAN DELEGATION REPRESENTING POLISH ELECTRONICS INDUSTRY WHICH WILL BE CONDUCTING COMMERCIAL DISCUSSIONS WITH FAIRCHILD AND ROCKWELL INTERNATIONAL (WARSAW 0448).

3. KAMINSKI TOLD THE AMBASSADOR THAT WHILE HE AND PRZYCHODZIEN ARE IN THE US THEY WOULD LIKE TO USE THE OPPORTUNITY TO MEET WITH US OFFICIALS RESPONSIBLE FOR EXPORT LICENSING POLICY FOR ELECTRONICS INDUSTRY TO LEARN US VIEWS ON THE PROSPECTS FOR FUTURE EXPANSION OF TRADE AND INDUSTRIAL COOPERATION BETWEEN US AND POLISH ELECTRONICS INDUSTRIES, PARTICULARLY WITH REGARD TO HOW SUCH PROSPECTS MAY BE AFFECTED BY EXPORT LICENSING POLICIES. KAMINSKI ASKED FOR ASSISTANCE OF EMBASSY IN ARRANGING TO MEET WITH COMMERCE DEPARTMENT EXPORT LICENSING OFFICIALS, AND IN ADDITION, IF THEY SHOULD DESIRE, WITH OFFICIALS CONCERNED WITH THESE MATTER IN OTHER US AGENCIES.

4. NOTING THAT HE HAD JUST ASSUMED DIRECTION OF UNITRA, WHICH IS THE POLISH FOREIGN TRADE ENTERPRISE RESPONSIBLE FOR ALL TRADE IN ELECTRONICS, INCLUDING INDUSTRIAL COOPERATION AND PURCHASE OF COMPLETE PLANTS, KAMINSKI SAID HE BELIEVED IT WOULD BE ESPECIALLY USEFUL TO REVIEW US POLICIES IN THIS AREA. POLISH ELECTRONICS INDUSTRY IS INTERESTED IN EXPANDING COOPERATION WITH US OR OTHER WESTERN PARTNERS IN MANY FIELDS, KAMINSKI SAID, AND FORMS OF COOPERATION IN THIS PRIORITY SECTOR MIGHT POSSIBLY LEAD TO MIXED CAPITAL AND MANAGEMENT VENTURES. HE SAID HE RECOGNIZED ELECTRONICS WAS SENSITIVE AREA AND THEREFORE BELIEVED

IT WOULD BE ESPECIALLY USEFUL TO HAVE COMPREHENSIVE AND FRANK DISCUSSION WITH US EXPORT LICENSING LIMITED OFFICIAL USE

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OFFICIALS AT THIS TIME. WITHOUT ELABORATING, KAMINSKI INDICATED THAT NUMBER OF MAJOR INVESTMENT DECISIONS WOULD BE MADE BEFORE LONG BY POLAND IN THIS AREA, AND THAT HE WISHED TO HAVE CLEARER VIEW OF US GOVERNMENT VIEWS.

5. KAMINSKI AND PRZYCHODZIEN SAID THEY WOULD HOPE TO DISCUSS, INTER ALIA, PENDING FAIRCHILD PMOS INTEGRATED

CIRCUIT TECHNOLOGY CASE AS WELL AS OTHER PENDING US DECISIONS. THEY INDICATED POLISH AUTHORITIES WERE PREPARED TO ACCEPT DETAILED SAFEGUARD PROCEDURES IN FAIRCHILD CASE, IF THIS WAS WHAT US GOVERNMENT REQUIRED. THEY ALSO ASSERTED THAT FAIRCHILD TECHNOLOGY WOULD BE USED TO PRODUCE COMPONENTS FOR CIVILIAN END-USE ONLY, NAMELY CALCULATORS. KAMINSKI OBSERVED THAT PERHAPS DIFFICULTIES IN FAIRCHILD CASE STEMMED FROM INCORRECT APPROACH; POSSIBLY IT WOULD BE BETTER TO SEE WHAT US AUTHORITIES WERE PREPARED TO LICENSE AND THEN TO PROCEED GRADUALLY, ONE STEP AT A TIME.

6. IN RESPONSE, THE AMBASSADOR NOTED THE RECENT FAVORABLE TREND FOR US-POLISH ELECTRONICS TRADE AND TECHNOLOGY TRANSFERS WHICH WAS EVIDENCED BY EXPORT LICENSES GRANTED FOR MANUFACTURE OF DISC DRIVES (CDC) AND ELECTRONIC SWITCHGEAR (WESTINGHOUSE). HE AGREED THAT IT SHOULD BE USEFUL FOR KAMINSKI AND PRZYCHODZIEN TO MEET US LICENSING OFFICIALS AND RECOMMENDED THEY BE AS SPECIFIC AS POSSIBLE CONCERNING TYPES OF ELECTRONIC EQUIPMENT AND TECHNOLOGY WHICH POLAND IS INTERESTED IN BUYING.

7. ACTION REQUESTED: EMBASSY RECOMMENDS THAT APPROPRIATE MEETINGS BE ARRANGED AT COMMERCE DEPARTMENT. WE HOPE THIS CAN INCLUDE MEETING WITH OEC DIRECTOR MEYER AND, IF POSSIBLE, WITH ASSISTANT SECRETARY FOR EAST-WEST TRADE. KAMINSKI AND PRZYCHODZIEN EXPECT TO CONCLUDE OTHER BUSINESS IN THE US BY FEBRUARY 9 AND BE AVAILABLE FOR MEETINGS IN WASHINGTON STARTING FEBRUARY 11. THEY REQUESTED COMMERCE INFORM AMBASSADOR TRAMPCZYNSKI OR COMMERCIAL ATTACHE WERNER AT POLISH EMBASSY WASHINGTON CONCERNING LIMITED OFFICIAL USE

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APPOINTMENTS. (WE WOULD ALSO APPRECIATE LEARNING WHAT ARRANGEMENTS ARE MADE, TOGETHER WITH RECEIPT OF MEMCONS OF THE MEETINGS).

8. FYI: ALTHOUGH NOT SPECIFICALLY MENTIONED BY POLISH OFFICIALS DURING JAN 25 MEETING, ANOTHER PROJECT WHICH UNITRA NOW ACTIVELY PURSUING WITH US AND OTHER WESTERN SUPPLIERS IS PURCHASE OF COLOR TV TUBE PLANT (WARSAW 0449.) IN MEETING WITH AMBASSADOR JANUARY 25, REPRESENTATIVES OF WESTINGHOUSE AND CORNING TOLD AMBASSADOR HAD JUST

PRESENTED UNITRA WITH THEIR PACKAGE PROPOSAL WHICH HAS A PRICE TAG OF OVER \$100 MILLION. END FYI. DAVIES

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